

## U.S. SMALL BUSINESS ADMINISTRATION - VIRGINIA DISTRICT OFFICE

LENDER RANKING BY TOTAL **NUMBERS**

|    | 7(a) Loan Guaranties & 504 Debentures as of: |    | FY 2020      |  | 10/01/2019-9/30/2020                        |     |               |
|----|--|----|--------------|--|---|-----|---------------|
| 1  | Wells Fargo Bank, National Association       | 39 | \$8,712,600  | 86   | Texas Capital Bank                          | 1   | \$810,700     |
| 2  | Live Oak Banking Company                     | 27 | \$33,940,000 | 87   | Pinnacle Financial Partners, Inc.           | 1   | \$791,000     |
| 3  | Atlantic Union Bank                          | 27 | \$18,012,500 | 88   | Mechanics & Farmers Bank                    | 1   | \$782,000     |
| 4  | Truist Bank                                  | 26 | \$13,624,300 | 89   | Promiseone Bank                             | 1   | \$750,000     |
| 5  | First Bank And Trust Company                 | 25 | \$17,277,200 | 90   | Greater Community Bank                      | 1   | \$607,000     |
| 6  | Manufacturers And Traders Trust Company      | 21 | \$1,557,400  | 91   | First Business Bank                         | 1   | \$580,000     |
| 7  | Towne Bank                                   | 20 | \$9,688,000  | 92   | Farmers Bank                                | 1   | \$568,000     |
| 8  | First Home Bank                              | 13 | \$3,187,000  | 93   | Fortunebank                                 | 1   | \$553,100     |
| 9  | Southern Bank and Trust Company              | 12 | \$6,657,000  | 94   | Old Point Financial Corporation             | 1   | \$537,000     |
| 10 | United Midwest Savings Bank, National Assoc  | 11 | \$11,413,000 | 95   | Uwharrie Bank                               | 1   | \$536,300     |
| 11 | Bay Port CU                                  | 9  | \$1,994,400  | 96   | Berkshire Bank                              | 1   | \$500,000     |
| 12 | Stearns Bank National Association            | 9  | \$1,323,000  | 97   | Capstar Bank                                | 1   | \$464,600     |
| 13 | Blue Ridge Bank, National Association        | 8  | \$9,180,000  | 98   | First National Bank                         | 1   | \$455,000     |
| 14 | Virginia National Bank                       | 8  | \$4,598,700  | 99   | Citizens and Farmers Bank                   | 1   | \$424,000     |
| 15 | Newtek Small Business Finance, Inc.          | 8  | \$2,798,200  | 100  | F&M Bank                                    | 1   | \$414,000     |
| 16 | Five Star Bank                               | 8  | \$2,475,000  | 101  | DuPont Community CU                         | 1   | \$290,000     |
| 17 | Wilmington Savings Fund Society, Fsb         | 7  | \$7,417,000  | 102  | Seacoast National Bank                      | 1   | \$275,000     |
| 18 | Dogwood State Bank                           | 7  | \$3,507,600  | 103  | Virginia CU, Inc.                           | 1   | \$249,000     |
| 19 | Fulton Bank, National Association            | 7  | \$1,295,500  | 104  | Jpmorgan Chase Bank, National Association   | 1   | \$241,500     |
| 20 | First Chatham Bank                           | 6  | \$11,037,500 | 105  | Pioneer Bank                                | 1   | \$236,000     |
| 21 | Pinnacle Bank                                | 6  | \$9,074,000  | 106  | Oak View National Bank                      | 1   | \$200,000     |
| 22 | Bank of America, National Association        | 6  | \$7,481,700  | 107  | Pacific City Bank                           | 1   | \$200,000     |
| 23 | Village Bank                                 | 6  | \$5,282,500  | 108  | NBL SPV I, LLC                              | 1   | \$190,000     |
| 24 | Atlantic Capital Bank, National Association  | 6  | \$4,755,000  | 109  | Hometrust Bank                              | 1   | \$177,000     |
| 25 | Chesapeake Bank                              | 6  | \$1,750,000  | 110  | Freedom Bank of Virginia                    | 1   | \$176,000     |
| 26 | Cadence Bank                                 | 6  | \$1,450,000  | 111  | Metabank, National Association              | 1   | \$150,000     |
| 27 | Primis Bank                                  | 6  | \$738,800    | 112  | West Town Bank & Trust                      | 1   | \$150,000     |
| 28 | Bancorp Bank                                 | 5  | \$5,175,000  | 113  | Fauquier Bank                               | 1   | \$124,000     |
| 29 | VCC Bank                                     | 5  | \$2,791,000  | 114  | Bay Port Financial Corp                     | 1   | \$118,000     |
| 30 | Sonabank                                     | 5  | \$1,845,000  | 115  | Celtic Bank Corporation                     | 1   | \$100,000     |
| 31 | Virginia Partners Bank                       | 5  | \$605,000    | 116  | Pendleton Community Bank, Inc.              | 1   | \$100,000     |
| 32 | Bank Of George                               | 4  | \$6,390,000  | 117  | Business Finance Group, Inc.                | 1   | \$90,000      |
| 33 | Community Bank of the Chesapeake             | 4  | \$3,593,000  | 118  | Surrey Bank & Trust                         | 1   | \$70,000      |
| 34 | First Savings Bank                           | 4  | \$1,633,000  | 119  | University Of Virginia Community CU, Inc.   | 1   | \$65,000      |
| 35 | First Bank                                   | 4  | \$1,628,400  | 120  | Spirit Of Texas Bank, Ssb                   | 1   | \$30,000      |
| 36 | 1st Advantage FCU                            | 4  | \$1,432,000  |  |   |     |               |
| 37 | Langley FCU                                  | 4  | \$901,000    | TOTALS   |   | 511 | \$321,236,500 |
| 38 | Freedom First FCU                            | 4  | \$350,000    |  |   |     |               |
| 39 | Readycap Lending, Llc                        | 3  | \$2,960,000  |  |   |     |               |
| 40 | First-Citizens Bank & Trust Company          | 3  | \$2,411,000  | TOP LENDERS BY TOTAL NUMBERS (all lenders)           |   | #   | \$            |
| 41 | Skyline National Bank                        | 3  | \$2,086,100  | 1.   | Wells Fargo Bank, National Association      | 39  | \$8,712,600   |
| 42 | North State Bank                             | 3  | \$1,567,000  | 2.   | Live Oak Banking Company                    | 27  | \$33,940,000  |
| 43 | Hanmi Bank                                   | 3  | \$1,042,000  | 3.   | Atlantic Union Bank                         | 27  | \$18,012,500  |
| 44 | PNC Bank, National Association               | 3  | \$887,500    | 4.   | Truist Bank                                 | 26  | \$13,624,300  |
| 45 | Farmers & Merchants Bank                     | 3  | \$730,000    | 5.   | First Bank And Trust Company                | 25  | \$17,277,200  |
| 46 | New Horizon Bank, National Association       | 3  | \$472,100    |  |   |     |               |
| 47 | Bank Of Charles Town                         | 3  | \$463,600    | COMMUNITY BANKS (LESS THAN \$500M IN ASSETS)         |   | #   | \$            |
| 48 | MVB Bank, Inc.                               | 3  | \$430,300    | 1.   | United Midwest Savings Bank, National Assoc | 11  | \$11,413,000  |
| 49 | TD Bank, National Association                | 3  | \$130,000    | 2.   | First Chatham Bank                          | 6   | \$11,037,500  |
| 50 | FVCbank                                      | 2  | \$6,078,000  | 3.   | VCC Bank                                    | 5   | \$2,791,000   |
| 51 | First National Bank Of Pennsylvania          | 2  | \$4,892,000  | 4.   | Bank Of George                              | 4   | \$6,390,000   |
| 52 | Open Bank                                    | 2  | \$4,730,000  | 5.   | New Horizon Bank, National Association      | 3   | \$472,100     |
| 53 | First Internet Bank Of Indiana               | 2  | \$2,865,000  |  |   |     |               |
| 54 | Bankunited, National Association             | 2  | \$2,780,000  | INTERMEDIATE BANKS (FROM \$500M to \$3.0B IN ASSETS) |   | #   | \$            |
| 55 | Citizens Bank                                | 2  | \$2,366,500  | 1.   | First Bank And Trust Company                | 25  | \$17,277,200  |
| 56 | Bank Five Nine                               | 2  | \$1,937,000  | 2.   | First Home Bank                             | 13  | \$3,187,000   |
| 57 | First Financial Bank                         | 2  | \$1,750,000  | 3.   | Stearns Bank National Association           | 9   | \$1,323,000   |
| 58 | Bank of the James                            | 2  | \$1,718,000  | 4.   | Blue Ridge Bank, National Association       | 8   | \$9,180,000   |
| 59 | Capital Bank, National Association           | 2  | \$1,203,000  | 5.   | Virginia National Bank                      | 8   | \$4,598,700   |
| 60 | Bank Of Hope                                 | 2  | \$810,000    |  |   |     |               |
| 61 | Old Point National Bank of Phoebus           | 2  | \$768,000    | MAJOR BANKS (MORE THAN \$3.0B IN ASSETS)             |   | #   | \$            |
| 62 | Virginia Commonwealth Bank                   | 2  | \$601,000    | 1.   | Wells Fargo Bank, National Association      | 39  | \$8,712,600   |
| 63 | First Citizens BancShares, Inc.              | 2  | \$514,000    | 2.   | Live Oak Banking Company                    | 27  | \$33,940,000  |
| 64 | Select Bank & Trust Company                  | 2  | \$469,000    | 3.   | Atlantic Union Bank                         | 27  | \$18,012,500  |
| 65 | Huntington National Bank                     | 2  | \$419,300    | 4.   | Truist Bank                                 | 26  | \$13,624,300  |
| 66 | Clear Mountain Bank                          | 2  | \$200,000    | 5.   | Manufacturers And Traders Trust Company     | 21  | \$1,557,400   |
| 67 | National Bank Of Blacksburg                  | 2  | \$160,000    |  |   |     |               |

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|    |   |   |             |    |   |    |              |
|----|---|---|-------------|----|---|----|--------------|
| 68 | Central Virginia FCU                        | 2 | \$90,000    |    | <b>CREDIT UNIONS</b>                                | #  | \$           |
| 69 | Capital One, National Association           | 1 | \$4,862,000 | 1. | Bay Port CU   | 9  | \$1,994,400  |
| 70 | Firsttrust Savings Bank                     | 1 | \$3,500,000 | 2. | 1st Advantage FCU                                   | 4  | \$1,432,000  |
| 71 | Bank of Clarke County                       | 1 | \$3,165,000 | 3. | Langley FCU   | 4  | \$901,000    |
| 72 | Mint National Bank                          | 1 | \$2,950,000 | 4. | Freedom First FCU                                   | 4  | \$350,000    |
| 73 | Finwise Bank                                | 1 | \$2,900,000 | 5. | Central Virginia FCU                                | 2  | \$90,000     |
| 74 | Customers Bank                              | 1 | \$2,876,000 |    |   |    |              |
| 75 | Peoples Bank                                | 1 | \$2,304,600 |    | <b>CERTIFIED DEVELOPMENT COMPANIES (by NUMBERS)</b> | #  | \$           |
| 76 | CRF Small Business Loan Company, Llc        | 1 | \$2,250,000 | 1. | 504 Capital Corporation                             | 53 | \$23,627,000 |
| 77 | Byline Bank                                 | 1 | \$1,540,000 | 2. | Business Finance Group, Inc.                        | 48 | \$37,987,000 |
| 78 | John Marshall Bank                          | 1 | \$1,465,000 | 3. | Rappahannock Economic Development Corporati         | 14 | \$12,728,000 |
| 79 | National Cooperative Bank, National Associa | 1 | \$1,400,000 |    |   |    |              |
| 80 | Summit Community Bank, Inc.                 | 1 | \$1,111,000 |    | <b>504 - FIRST TRUST LENDERS (by NUMBERS)</b>       | #  | \$           |
| 81 | First Western Sblc, Inc                     | 1 | \$1,052,000 | 1. | Towne Bank  | 20 | \$11,725,856 |
| 82 | Stone Bank                                  | 1 | \$1,027,000 | 2. | Atlantic Union Bank                                 | 13 | \$9,776,410  |
| 83 | Umpqua Bank                                 | 1 | \$1,015,500 | 3. | Southern Bank and Trust Company                     | 12 | \$7,898,047  |
| 84 | Virginia Community Capital, Inc.            | 1 | \$859,000   | 4. | Chesapeake Bank                                     | 6  | \$2,561,000  |
| 85 | Fund-Ex Solutions Group, Llc                | 1 | \$853,500   | 5. | Sonabank  | 5  | \$2,444,050  |